

## Message Text

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AMEMBASSY BELGRADE

UNCLAS ZAGREB 0030

COMMERCE FOR OIM/BIC BERYL COHEN

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: WOODWORKING EXHIBIT, ZAGREB SPRING FAIR

REF: A) BELGRADE 0104; B) ZAGREB A63, 11/8/74

SUMMARY: RECENT CONVERSATIONS WITH INDUSTRY REPRESENTATIVES SUGGEST GOOD PROSPECTS FOR GLOBE MACHINERY. US EXHIBIT ALSO DISCUSSED WITH LOCAL REPRESENTATIVES, 3M, BLACK & DECKER, HOMELITE AND SINGER; THEY EXPRESSED CONCERN AT SIZE PARTICIPATION FEE. IF ACCEPTABLE AS CATEGORY, SUGGEST COMMERCE SOLICIT PARTICIPATION FROM US LOCK MANUFACTURERS FOR WHOM FALL FAIR BDO EXPERIENCE INDICATED SUBSTANTIAL LOCAL MARKET INTEREST. END SUMMARY

1. WHILE ACKNOWLEDGING DANGER OF CREATING OVERCAPACITIES DESCRIBED REFTTEL, SENIOR REPRESENTATIVES OF BOTH CROATIAN AND SLOVENIAN WOOD PROCESSING INDUSTRIES HAVE EMPHASIZED TO US RECENTLY THAT CERTAIN INVESTMENT PLANS DEFINITELY LIKELY TO GO AHEAD. FOR EXAMPLE, NEW CHIPBOARD PLANT TO PRODUCE 75,000-100,000 CU METER AT BJELOVAR (CROATIA) REPORTEDLY HAS RECEIVED GREEN LIGHT. SLOVENIAN MANUFACTURING REPRESENTATIVE STRESSED INTEREST IN TECHNOLOGY/EQUIPMENT TO PRODUCE "THIN" CHIPBOARD PANELS, WITH THICKNESS DOWN TO THREE MILLIMETERS, USING A "DRY" PROCESS; HE BELIEVED IMMEDIATE INTEREST EXISTED IN PURCHASE OF AT LEAST TWO SUCH COMPLETE LINES. REGARDING VENEER PRODUCTION, HE

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EMPHASIZED GREAT MARKET POTENTIAL EQUIPMENT US FIRM "MADISON."

2. SLOVENIAN REPRESENTATIVE ALSO STRESSED MARKET POTENTIAL PRODUCTION MATERIALS AND ACCESSORIES TO WOOD INDUSTRY NOT PRODUCED IN YUGOSLAVIA. HE MENTIONED CERTAIN PAINTS, LACQUERS AND GLUES, BUT PARTICULARLY EMPHASIZED DOOR LOCKS AND SMALL, MOBILE COMPRESSORS WHICH CRAFTSMEN COULD USE FOR POWER TOOLS IN CONNECTION WITH ON-SITE INSTALLATIONS, E.G., BUILT-IN FURNITURE FOR APARTMENTS.

3. LOCAL REPRESENTATIVES 3M, BLACK & DECKER, HOMELITE AND SINGER (INDUSTRIAL SEWING MACHINES FOR UPHOLSTERY) HAVE SHOWN SOME INTEREST IN JOINING US EXHIBIT, WHILE INDICATING THEY WOULD NEED SOME OFFICE APPROVAL PLUS ASSISTANCE WITH PARTICIPATION FEE. BLACK & DECKER INQUIRED WHETHER PAYMENT FEES IN DINARS MIGHT BE ACCEPTABLE. POTENTIAL PROBLEM ALSO EXISTS WITH 3M CONCERNING REQUIREMENT 33 PER CENT US CONTENT IN PRODUCTS SINCE LINES ROUTINELY HANDLED BY YUGOSLAV AGENT ARE NEARLY 100 PER CENT MANUFACTURED BY VARIOUS EUROPEAN SUBSIDIARIES.

4. COMMENT: COMMERCE MAY WISH TO CONSIDER SOLICITING THE PARTICIPATION US LOCK MANUFACTURERS. (MOST DOORS IN YUGOSLAVIA OF WOOD CONSTRUCTION.) FALL FAIR HOUSING EXHIBIT (SEE REPAIR) SHOWED HIGH LEVEL OF INTEREST IN PRODUCTS OF EATON, KWIKSET, SCHRAGE, AND YALE WHOSE PRICE AS WELL AS QUALITY COMPETITIVENESS WAS STRESSED TO US BY YUGOSLAV INDUSTRY REPRESENTATIVES.

5. REQUEST THAT ZAGREB BE MADE ADDRESSEE ON ALL USDOC TRAFFIC ON SPRING FAIR.  
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